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POSTAL REGULATORY  
COMMISSION  
U.S. DEPARTMENT OF JUSTICE

January 20, 2020

Commissioner Robert G. Taub, Chairman  
Commissioner Michael M. Kubayanda, Vice Chairman  
Commissioner Mark Acton  
Commissioner Ann C. Fisher  
Commissioner Ashley E. Poling  
Postal Regulatory Commission  
901 New York Ave NW, Suite 200  
Washington, DC 20268

**RE: Docket No. RM2017-3**

Dear Commissioners

FINCA International, Inc. (FINCA) joins the Alliance of Nonprofit Mailers and the nonprofit mailing community in urging you to reconsider your proposal to increase postage rates several times the rate of inflation. Increases that are estimated to reach 7 percent a year, or 40 percent compounded for five years, will not reform the United States Postal Service and will have a major negative impact on both the agency and its customers.

As a nonprofit, we rely on mail for the majority of our fundraising. But we operate on a limited, fixed fundraising budget each year. If postage rates go up as much as you contemplate, we will have to drastically reduce the amount of mail we send to recruit new donors to support our cause. This will have a disastrous impact on our revenue and our mission.

FINCA's mission is to alleviate poverty in the developing world through lasting solutions that help people build assets, create jobs and raise their standard of living. We currently reach millions of poor people in some of the world's most isolated communities.

Postage increases totaling 40 percent over the next five years could all but eliminate our ability to acquire new donors and force us to dramatically curtail our efforts to expand financial inclusion and deliver basic services to the world's poor.

Please do the right thing and reconsider your proposal

Sincerely,



Rupert W. Scofield  
President & CEO